



2016 EARNED VALUE PROMOTION

CONTENTS

I. Background and Program Description	2
II. Program Parameters.....	2
III. Registration Requirements	2
IV. Mailing Requirements	3
V. Earned Value Credits	3
VI. Program Office Contact Information	4
VII. Revision History.....	4

I. BACKGROUND AND PROGRAM DESCRIPTION

The 2016 Earned Value Promotion attempts to slow the decline of First-Class Mail® in general and Business Reply Mail (BRM) and Courtesy Reply Mail (CRM) in particular. As technology continues to disrupt the mail volume, the U.S. Postal Service® would like to ensure reply mail remains a relevant part of the First-Class Mail marketing mix. The 2016 Earned Value Promotion is designed to encourage mailers to continue providing BRM and CRM enclosures in their outbound mailings.

The Earned Value Promotion will be offered to mailers who use Business Reply Mail (BRM) and Courtesy Reply Mail (CRM) enclosures. Mailers must register their Mailer IDs (MIDs) and permit(s) to which future earned credits will be applied on the Business Customer Gateway.

BRM and CRM pieces that customers return to the mailer and have a valid Intelligent Mail® barcode (IMb®) with a registered MID will be counted. At the end of the promotion, the earned value assigned to BRM will be multiplied by total BRM pieces counted and the earned value assigned to CRM will be multiplied by the total CRM pieces counted. Once the mailer accepts their credits in the Business Customer Gateway (BCG), they will be applied to the enrolled permit(s). The mailer can apply the earned credits to future mailings of First-Class Mail® Presort and Automation cards, letters and flats, and Standard Mail® letters and flats.

The Earned Value Promotion registration will lead the recipient to:

1. Select one or more Customer Registration Identifications (CRIDs) from active permits.
2. Select one or more Mailer Identifications (MIDs) to be used on reply mail pieces.
3. Select the permit(s) where the future credits will be applied.

II. PROGRAM PARAMETERS

Registration Period:	February 15 th through March 31 st 2016
Promotion Period:	April 1 st through June 30 th 2016
Eligible Mail:	Business Reply Mail and Courtesy Reply Mail
Acceptance Period for Credits:	The credits will be released when the mailer agrees to their volumes when the promotion ends. The volumes must be accepted by September 15 th 2016; otherwise the credits will be forfeited.
Earned Value Credits:	<p>\$0.02 per BRM and CRM pieces counted based on their MID's for first time mailers or those who did not meet or exceed each BRM and CRM MID's previous total counts from the 2015 Earned Value Promotion.</p> <p>\$0.03 per BRM and CRM pieces counted when mailers meet or exceed each BRM and CRM MID's previous total counts from the 2015 Earned Value Promotion.</p>

Credits are available for their use once they have been released to the respective permit(s).

Expiration Date for Credits: December 31st 2016

III. REGISTRATION REQUIREMENTS

Program Registration: Mailers and/or mail service providers must register their MID(s) and permit(s) to which future credits will be applied on the Business Customer Gateway. Mailers agree to participate in a survey about the promotion. Registration opens February 15th and will end on March 31st 2016.

The 2016 Earned Value Promotion provides mailers with earned credits based on qualifying BRM and CRM cards and letters with an Intelligent Mail barcode. The encoded IMb with registered Mailer ID(s) in the Earned Value Promotion will be read during mail processing and converted into piece counts. The enrolled mailer can see those piece counts on the Business Customer Gateway in their Activity Report.

During registration the mailer will also select one or more permits to which earned value credits will be applied. Imprint, meter, OMAS Imprint, OMAS meter and Precanceled permit types are eligible.

IV. MAILING REQUIREMENTS

OUTBOUND MAILPIECES

BRM AND CRM Requirements: BRM and CRM pieces must contain an Intelligent Mail barcode with the registered MID encoded. The outbound BRM and CRM pieces may be sent to recipients in any category, shape or class of mail.

The Business Reply Mail and the Courtesy Reply Mail pieces must contain the Intelligent Mail barcode with the Mailer ID encoded to qualify. All qualifying reply mail must contain an Earned Value Promotion preregistered MID to be identified and scanned during mail processing.

Postcard and letter-size BRM must be barcoded with a valid and properly used ZIP+4 code on the mailpiece and the same ZIP +4 code must be encoded within the IMb. The IMb on all BRM and CRM must contain the barcode ID, service type ID, and correct ZIP+4 routing code. Permit holders must use the ZIP+4 codes and the MID assigned by the U.S. Postal Service.

Promotion Period/Mailing Date: Reply Mail pieces will be counted during the promotion period, April 1st through June 30th 2016. The credits are earned on Reply Mail that is scanned during the promotion period April 1st through June 30th 2016. The credits will not be earned on pieces scanned after June 30th 2016 even if the outbound mailpieces were sent prior to that date. The count of reply mail pieces will be based on scans during mail processing. It is possible that the machine counts may vary from the mailer's counts. For the purpose of this promotion, the U.S. Postal Service will calculate the credits based on piece counts resulting from the scans captured during mail processing and computed by the Alternate Postage (ALT-P) system.

V. EARNED VALUE CREDITS

Earned Value Credits Calculation: At the end of the promotion, the earned value assigned to BRM will be multiplied by total BRM pieces counted based on each MID. The award value assigned to CRM will be multiplied by the total CRM pieces counted based on each MID.

First Time Mailers in the Earned Value Promotion:

Earned Value = \$0.02 x Total BRM Pieces Counted Based On Each MID

Earned Value = \$0.02 x Total CRM Pieces Counted Based On Each MID

Previous Mailers in the Earned Value Promotion:

Earned Value = \$0.03 x Total BRM pieces counted based on each MID if the mailer meets or exceeds each BRM MID's previous total counts from the 2015 Earned Value Promotion.

Earned Value = \$0.03 x Total CRM pieces counted based on each MID if the mailer meets or exceeds each CRM MID's previous total counts from the 2015 Earned Value Promotion.

Note: Previous mailers who do not meet or exceed their previous total BRM pieces counted based On each MID will earn \$0.02 per counted BRM piece. Previous mailers who do not meet or exceed their previous total CRM pieces counted based on each MID will earn \$0.02 per counted BRM piece. This calculation will be performed for each enrolled MID.

Redeeming Earned Value Credits: The credits will be released when the mailer agrees to their volumes when the promotion ends.

The volumes must be accepted by September 15th 2016; otherwise the credits will be forfeited.

Expiration Date for Earned Value Credits: December 31st 2016

Postage for future mailings of First-Class Mail Presort and Automation cards, letters and flats, and Standard Mail letters and flats must be paid using the permit(s) where the earned value credits were applied.

To use the credits, a mailer must submit mailings of First-Class Mail Presort and Automation cards, letters and flats, and Standard Mail letters and flats electronically via Mail.dat, Mail.XML or Postal Wizard and claim the incentive code RR in the CCR field or use the dropdown menu in Postal Wizard.

If a mailer has selected a meter permit, credits can only be applied to postage balances that are due at the time of mailing and cannot be credited to metered amounts.

VI. PROGRAM OFFICE CONTACT INFORMATION

Further questions can be directed to the Program Office at EarnedValue@usps.gov

VII. REVISION HISTORY

Date	Section	Reason For Revision	Version
9-29-2015	Entire Document	Updated to 2016 Program Requirements	2
11-12-2015	Earned Value Credits	Updated to 2016 Program Requirements	3
12-01-2015	I. Background	Edits to improve readability	4
12-24-2015	Footer	Removed PRC approval language	5
1-20-2016	Entire Document	Edits to improve readability	6